

# MANUFACTURING EXTENSION PARTNERSHIP

## Success Stories from the Field

### Neocorp Inc

#### Rhode Island Manufacturing Extension Services

#### Neocorp, Inc. Begins Continuous Improvement Journey with Lean

##### Client Profile:

Neocorp, Inc., manufactures a diverse and growing range of custom and common use cordage, gaskets and stretch cord products at its facility in Rumford, Rhode Island. Neocorp's diverse markets range from select sporting goods retailers and commercial fishing dealers to a variety of Original Equipment Manufacturers (OEMs) in North America and abroad. The company employs 25 people.

##### Situation:

Neocorp's traditional marketplace and associated products had been heavily eroded due to the changing external environment brought on by continued globalization. The company's survival had been based on its ability to offer products to a more diverse marketplace, with competitively superior delivery times, quality and price points. Inventory and cash flow were fast becoming the casualties of maintaining their service oriented market position. Neocorp modified their delivery expectations, cross trained production personnel, trained their leadership team on decision making by functional area, and deemed obsolete a fair portion of their inventory. While these efforts yielded better control and some improvement, still more improvement was needed. The company contacted the Rhode Island Manufacturing Extension Services (RIMES), a NIST MEP network affiliate, for help.

##### Solution:

RIMES conducted an assessment of the company and implemented Lean 101 training which fostered a focused team continuous improvement effort. The team then applied Value Stream Mapping to a popular Neocorp item, starting at production receipt of order all the way through to shipping. It was determined that the company did not need to produce and hold as much product as they did in work in process and sub assembly. The ripple effect of this realization on inventory, cash flow and set-ups was clearly and immediately evident. Applicability of these same analysis tools are, and will continue to be, applied to other products and processes to determine where time, effort and energy is being squandered. Neocorp has also begun 5S training for both shifts of their manufacturing employees.

##### Results:

- \* Reduced costs by 10 percent.
- \* Reduced space by over 15 percent.
- \* Increased production time by 4 hours per week.

##### Testimonial:

"With expert instruction from the folks at RIMES and our focus centered on our mission and values, Neocorp has begun its continuous improvement journey. The Neocorp team has already seen benefits to our bottom line and our workforce."

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Chet Sutphen , President